

# Impact's Negotiation Fundamentals

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## INTRODUCTION

Mastering fundamental negotiation principles is crucial for early-career procurement professionals.

The Impact's Negotiation Fundamentals workshop is a meticulously crafted, one-day intensive training program. It's designed to introduce crucial negotiation principles within a procurement context, empowering participants to excel in negotiations and yield tangible returns.

Tailored for junior procurement professionals involved in routine commercial negotiations, this program focuses specifically on their needs. Coaching and process optimization are standard practices integrated into all our training programs.

## KEY ELEMENTS

- Understanding the differences between competitive & collaborative negotiations
- The proactive versus reactive negotiator
- Understanding the balance of power
- Art of questioning
- Key tactical principles
- The power of conditional trading
- Getting inside the head of the other party
- Different ways of negotiation (face to face or digital)

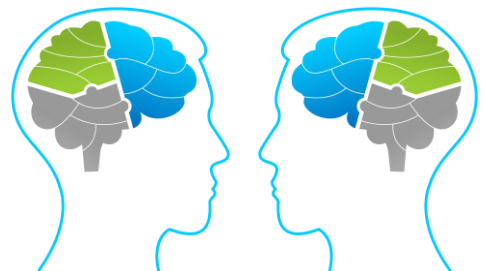
## DESCRIPTION

Join an exclusive one-day training designed for junior procurement professionals aiming to enhance their negotiation skills. This intensive session provides a comprehensive exploration of negotiation essentials crucial for procurement success.

Explore the foundational principles essential for effective negotiations, understanding the nuances between competitive and collaborative dynamics. Learn to assess power dynamics and adapt your approach—a pivotal skill for procurement triumphs.

Acquire specialized tactics finely tuned for procurement discussions, navigating complexities and ensuring favorable deal closures. Engage in immersive case studies and simulations replicating real-world scenarios to apply theoretical concepts directly to practical situations.

Experience a training session geared for immediate implementation, offering actionable insights for swift returns on investment. The strategies learned can be seamlessly applied into regular procurement negotiations, delivering tangible results from day one.



1  
day



Up to  
16  
People



In  
person